

Job Announcement

Posted 11/19/25



Huwa Enterprises is a nationally renowned land reclamation and restoration company, that has successfully reclaimed over 3.1 million acres of land across 44 states in the US. We use innovative approaches based in science and environmentally sound practices in our work, and we continue to innovate as we partner with clients in specialty areas such as land reclamation, renewable energy, civil infrastructure, and natural disaster recovery, all using the most advanced tools in science and technology to do so.

Position: Client Executive

We are seeking an individual to join our company to serve as a Client Executive at our headquarters in Keenesburg, Colorado. The Client Executive position is described below.

About this Role: The Client Executive will be responsible for driving business growth through proactive client engagement and strategic relationship management. This role focuses on identifying new opportunities with a specified set of existing and prospective clients, cultivating long-term partnerships, and aligning company capabilities with client needs in infrastructure, energy, natural disaster, and environmental restoration projects. This person would work closely with internal preconstruction, estimating, environmental and operation teams, to develop tailored solutions that support client objectives. An ideal candidate has the ability to build trust with decision-makers, strong technical understanding of the company, and cultivates team comradery.

Reports to: Director of Business Development

Classification: Exempt

Key Duties/Responsibilities:

- Manage all aspects of assigned clients and help assist with RFPs. Helping build long-term relationships and making sure clients' needs are being met.
- Responsible for all negotiations and contract terms up to operation start, knowing that they are to support any needs to Operations during construction
- Work closely with clients and internal teams to discuss valuable options and provide advice on methodology and solutions

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- Learn and understand the client's needs, goals, and requirements; and works with internal teams to incorporate them into the design and technical specifications.
- Lead and maintain exceptional customer relationships. Identifies future projects and collaboration opportunities.
- Collaborate with internal teams to develop, recommend, and implement client needs and requirements
- Attend site visits to build stronger client relationships while investigating the scope of work, potential risks, and relay valuable information to internal stakeholders
- Assist and at times manage the prequalification process of new clients
- Assist in proposal representation and management on tracking and organizing project information, documents, and correspondence.
- Regular chairing/attendance at meetings and communications with clients. Monthly or as needed in-person client meetings (new business, current pursuit list, and active jobsite visits)
- Will ensure our clients are up to date on all Huwa information. (safety, quality, services offered, etc.)
- Follow up with operations to obtain lessons learned at start, during, and after project completion. Creating a valuable feedback loop from operations to preconstruction to better serve our clients
- Continues meetings with client to obtain/provide feedback, making sure our clients projects are built safely, quality, and successfully
- Cultivate future clients and understand the trend in industries for future involvement
- Utilize and Manage Huwa CRM system (Buildr)
- Develop and grow repeat revenue for strategic accounts
- Secure invitations for early project involvement
- Initiate and support project kick-offs
- Build internal relationships with all departments, realizing every person's impact in having a successful project
- Understand all aspects of pre-project start to ensure operations has all appropriate information and set up appropriately; maintain involvement and support during project duration from a customer and internal lens
- Focused and responsible for future client pipeline health
- Continuously looking for ways to add value to client needs and active project teams
- Participate and lead all other Huwa Events (Ropin' Rascals, Rec Summit, Safety Day, Mini-Summits, Sales Presentations, Trainings)
- Monthly review of current priority client status (projects, touch points, CRM info input, etc.)

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Knowledge, Skills and Abilities Necessary:

- Interpersonal Skills - As the first point of contact with clients/vendors, the successful candidate must have an outgoing personality that will create a positive first impression. Must have the desire and ability to always provide excellent customer service with a welcoming and cheerful personality.
- Organization- Ability to maintain an organized desk and contribute to overall document structure.
- Time Management – Must be able to stay organized with assigned projects and deadlines, with the ability to multi-task as needed, and accept and thrive when change occurs, or priorities or projects shift based on business needs.
- Professionalism – Maintain a professional and courteous demeanor at all times with visitors, clients and company employees. Must be able to maintain confidentiality of sensitive information.
- Communication – Demonstrate ability to clearly communicate by actively listening and clearly articulating understanding of the individual's needs, while also demonstrating ability to diffuse any tense situations that may arise.
- Company Knowledge – maintain basic knowledge of the employees of the company and their roles in order to facilitate connections to appropriate parties. Must also know and understand the work of the various divisions of the company to help facilitate connections to appropriate parties when clients or visitors make contact.
- Technology – Must be proficient in MS Word, Outlook, Excel, Power Point and internet research.
- Experience – Demonstrated employment record that will prove previous success in a professional office environment, successfully working with clients and employees to help the company achieve stellar customer service to meet its strategic business objectives.

Work Requirements:

- Position is performed on-site and based in Keenesburg, CO at the corporate office, but must be willing to travel extensively as business need dictates (possibly 50-75% of the time).
- Must be able to pass a pre-employment background check, which may include criminal, MVR and drug and alcohol screening.
- Must hold and maintain a driver's license, in good standing with all Company requirements.
- Must maintain a professional appearance appropriate for the anticipated activities of the day, with business casual or casual dress as the typical norm.

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Anticipated Salary and Benefits:

- Anticipated Hiring Wage Range: \$100,000-\$130,000 annually DOE
- Medical, Dental, Vision, HSA, Short Term/ Long Term Disability, 401k with matching contribution.
- We provide paid Sick Leave as determined by Colorado's Healthy Family and Workplaces Act (HFWA).
- Paid time off (PTO) and paid Holidays.

To Apply:

Please complete the application as linked on our careers page at [Careers – H2 Enterprises](#). Please be sure to attach a copy of your professional resume which specifically outlines your experience and skill as it relates to this position.

This position will remain open until filled and reviews of applications of qualified applicants will begin immediately upon receipt.

You may contact Human Resources with any questions by e-mailing HR@HuwaEnterprises.com.

Notice to All Applicants:

- 1) Proof of eligibility to work is required to be produced within three (3) days of hire; 2) Direct Deposit is a condition of employment; 3) Applicants may be required to complete a successful background check prior to employment, including but not limited to drug screening and MVR, depending upon the duties of the position; 4) Requests for ADA reasonable accommodation in the application process can be requested by contacting HR@HuwaEnterprises.com.

Huwa Enterprises is an Equal Opportunity Employer:

It is the Company's policy to provide equal employment opportunities for all applicants and employees. The company prohibits all forms of discrimination and harassment including those that violate federal and state law. The company does not discriminate on the basis of sex/gender, race, color, age, creed, national or ethnic origin, physical or mental disability, veteran status, pregnancy status, religion, genetic information, marital status, gender identity, or sexual orientation in its employment practices and activities. To report any concerns or complaints, you may contact Human Resources at HR@HuwaEnterprises.com.